



BEML LIMITED

WELCOMES

INVESTORS / ANALYSTS

07th June 2017



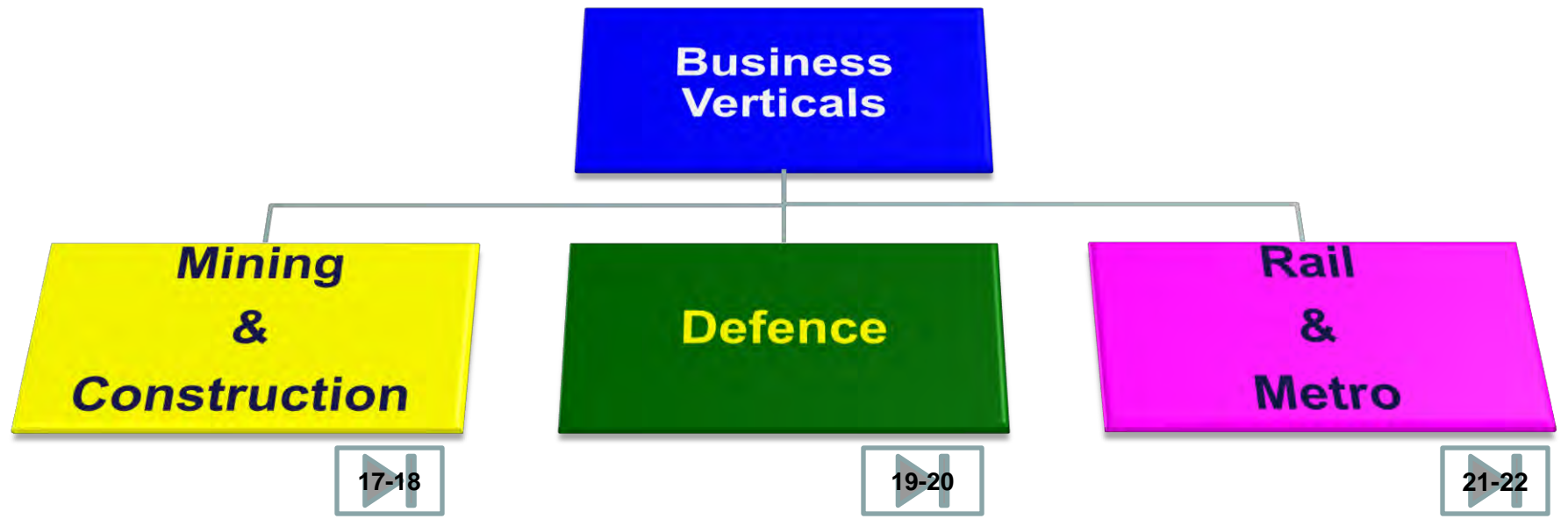
Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

BACKGROUND



Incorporated: 11th May 1964

**Mini Ratna 'Category - I' Company
Ministry of Defence**





Supplied:

8000 BEML High Mobility Vehicles to Defence Services

350 Armoured Recovery Vehicles to Defence Services

3000 Trailers / Military Wagons to Defence Services

18000 Rail Coaches to Indian Railways

700 ACEMU/DCEMU/SSEMU/DEMU/MEMU to Indian Railways

1150 Metro Cars to DMRC/BMRCL/JMRC

16000 Dozers to Coal /Iron ore/Cement Companies/DGBR/E-in-C

13000 Dumpers to Coal /Iron ore/Cement Companies

MANUFACTURING COMPLEXES



KGF COMPLEX (1967)

BIRD'S EYE VIEW - EM DIVISION



HEAVY EQUIPMENT SHOP



TEST TRACK



H&P DIVISION



RAIL UNIT - II



HEAVY FABRICATION UNIT



MYSURU COMPLEX (1985)

BIRD'S EYE VIEW



ENGINE DIVISION - FLEXIBLE MANUFACTURING SYSTEM



WELDING ROBOT



PALAKKAD COMPLEX (2010)

HANGAR I & II



HANGAR III & IV



BENGALURU COMPLEX (1964)

FRONT VIEW



ROOF ROBOT SPOT WELDING



CAR BODY JIGS



BOGIE LOAD TEST



WATER TIGHTNESS TEST



VIGNYAN INDUSTRIES LTD(VIL) - STEEL FOUNDRY SUBSIDIARY OF BEML (1963) (HANDLED OVER TO BEML - 1984)



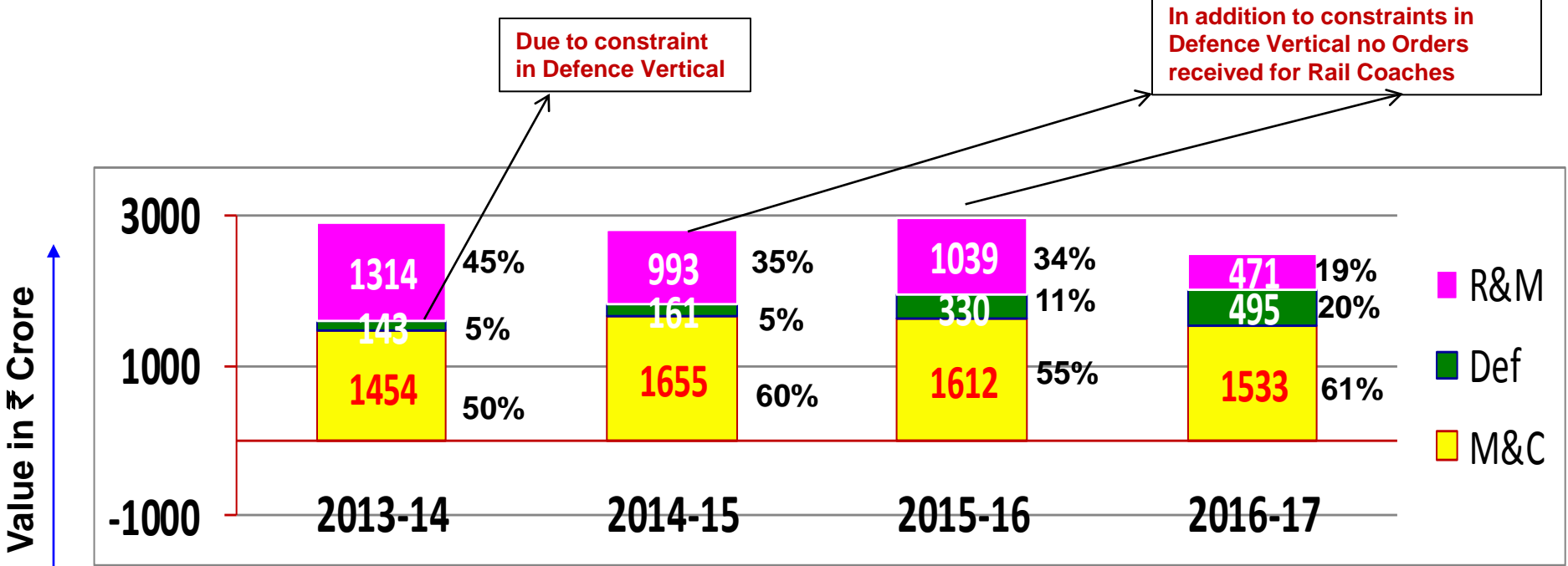
MARKETING NETWORK





Total Countries exported- 67
 Present active Countries- 18

BEML'S GLOBAL REACH



Value in Rs. Cr.	2911	2809	2981	2499
% of sale on Competition mode	87%	88%	88%	70% *

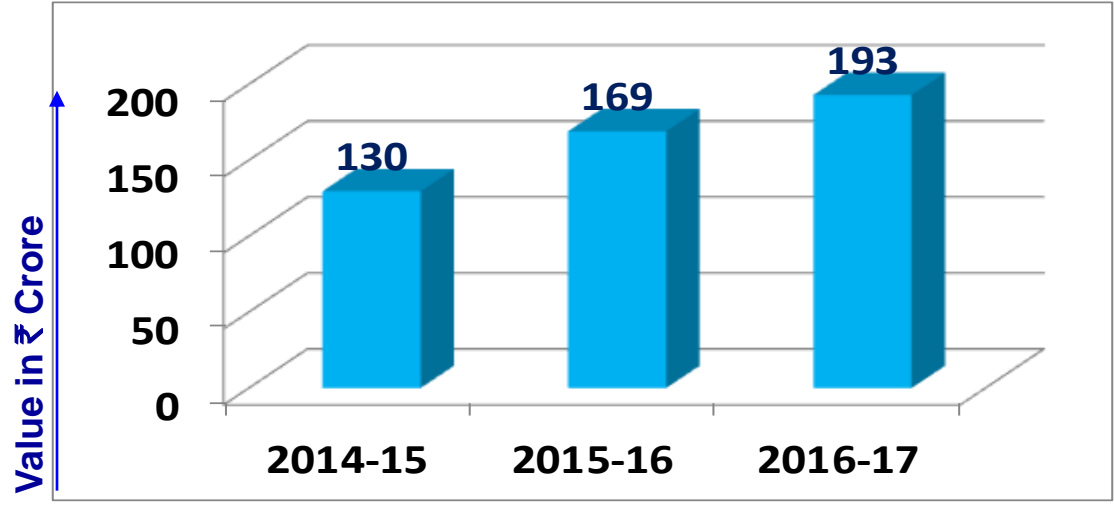
* Reduction due to nomination Order received from Hyundai Rotem

GROSS MARGIN & PROFIT BEFORE TAX



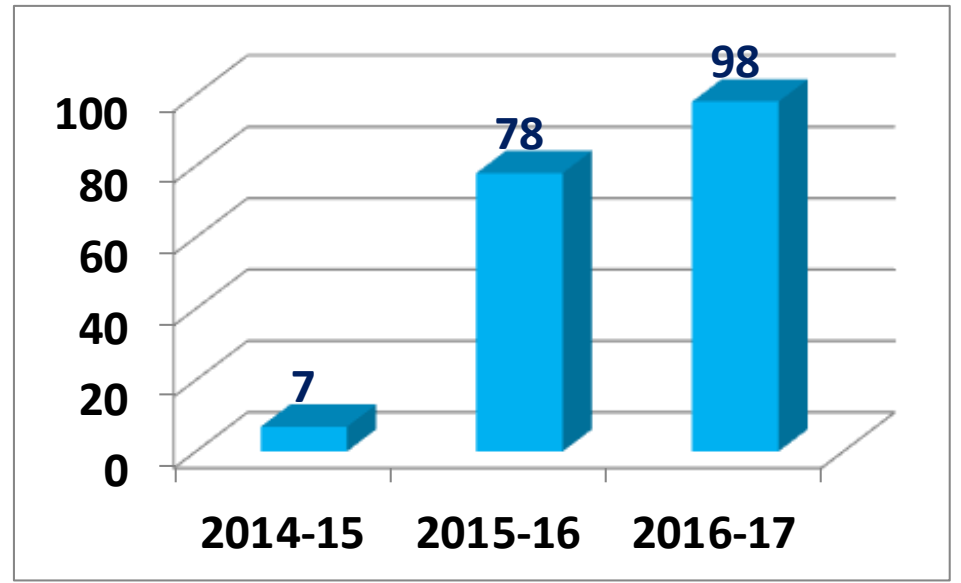
GROSS MARGIN

Value in Rs. Cr.



PROFIT BEFORE TAX

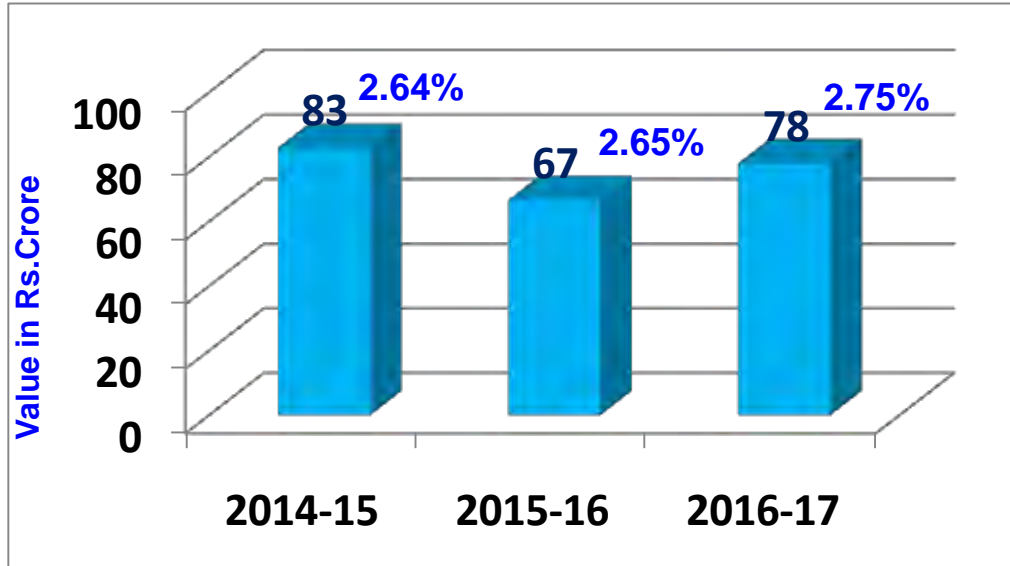
Value in Rs. Cr.



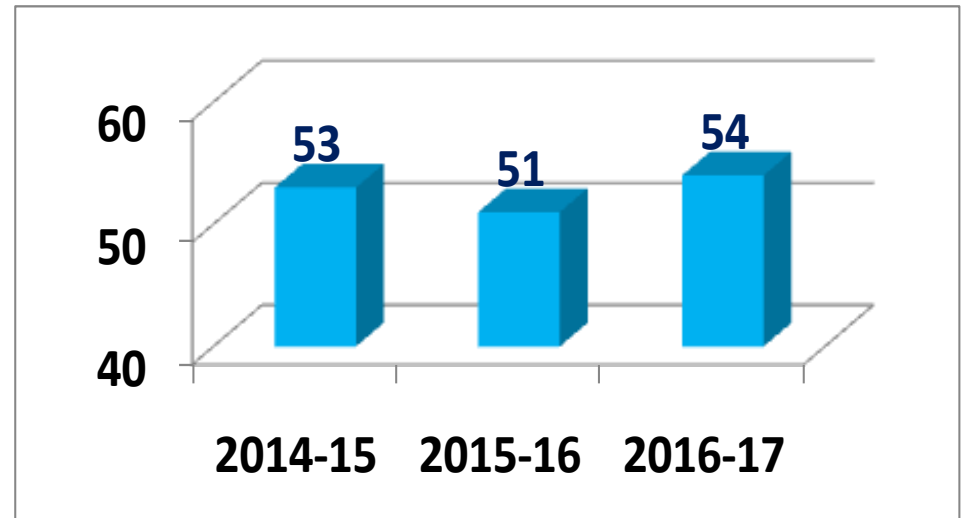
Note:
2015-16 & 2016-17 as
per Revised Sch-III of
Companies Act 2013



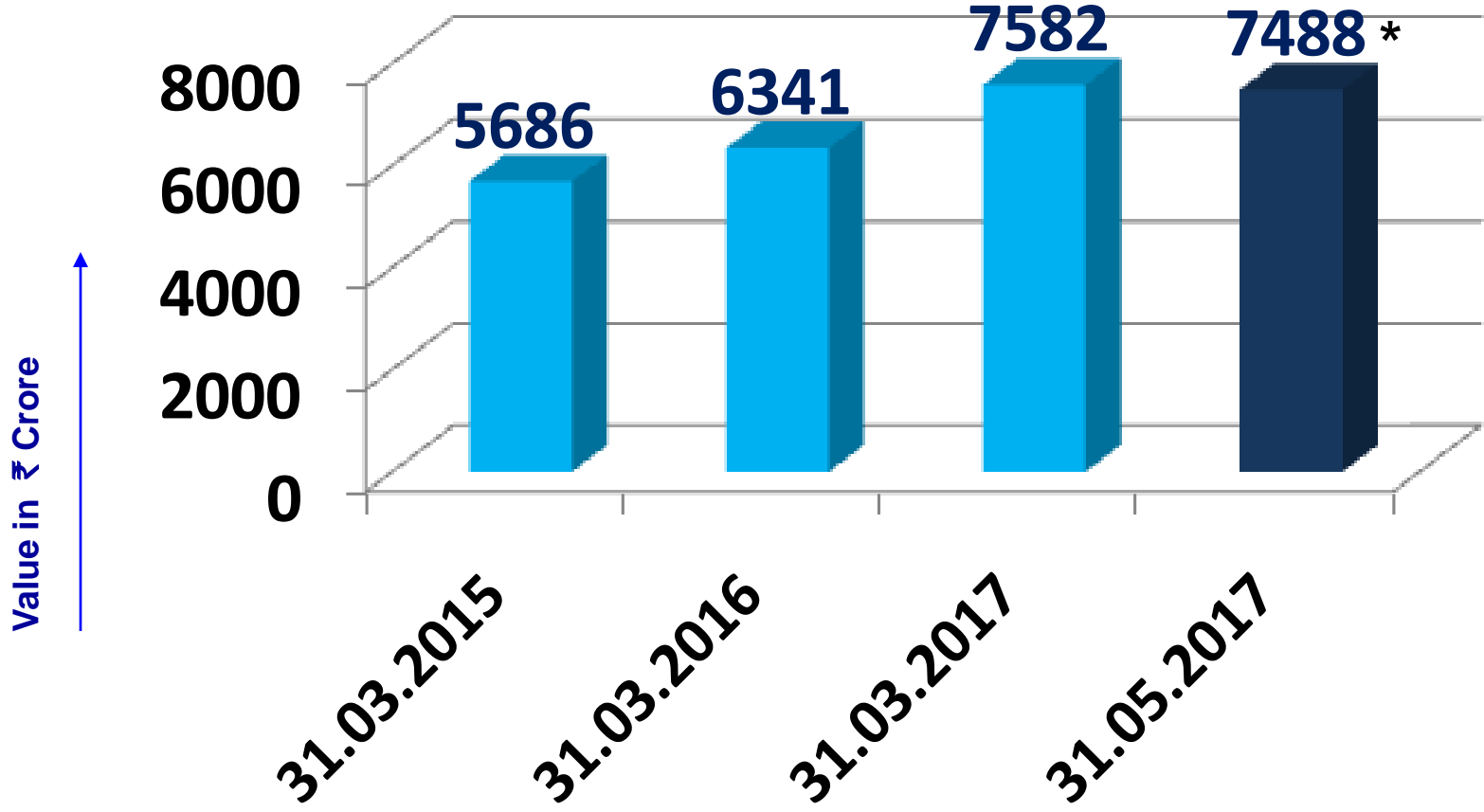
R&D EXPENDITURE % w.r.t TOTAL SALES



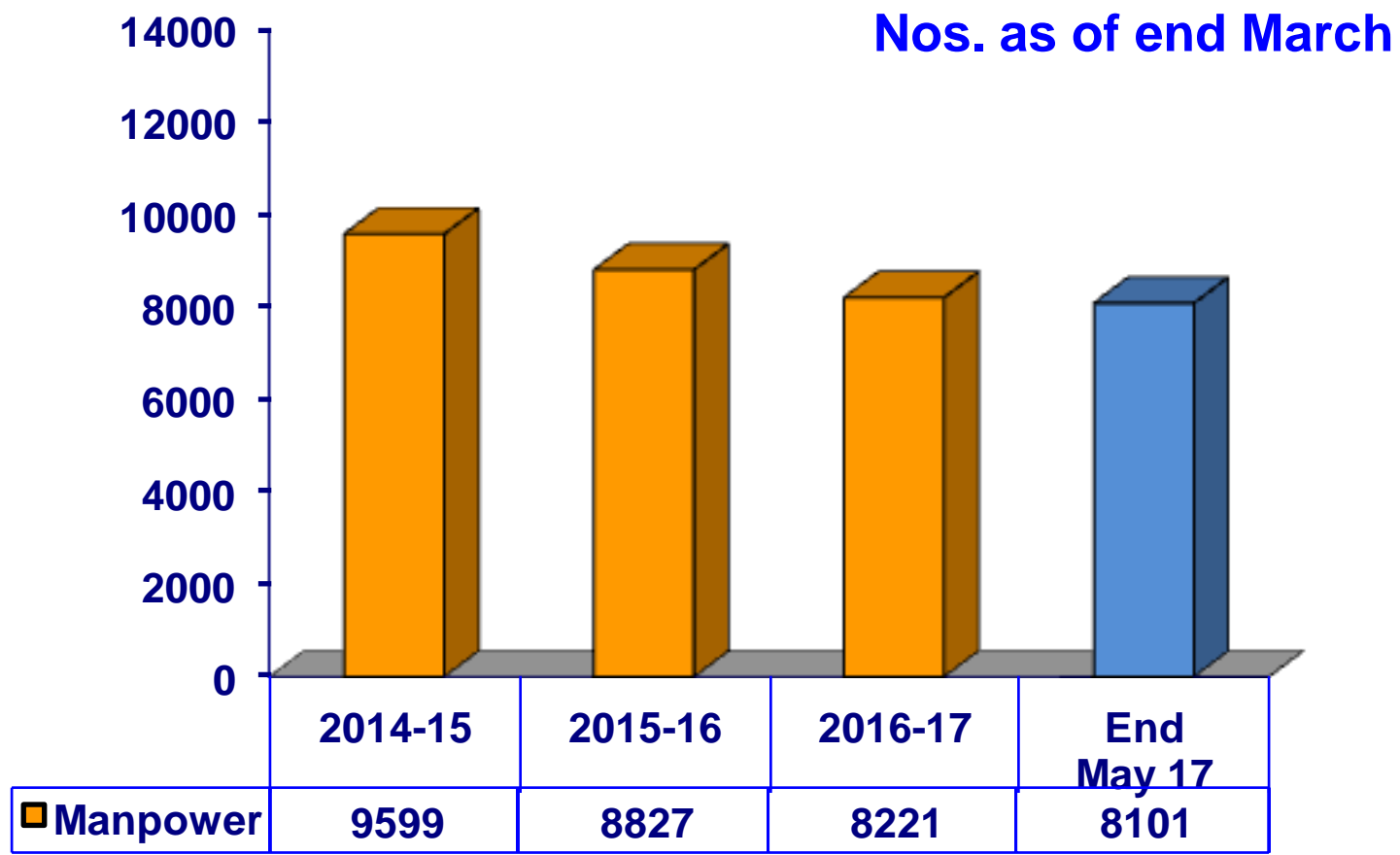
SALES FROM R&D DEVELOPED PRODUCTS w. r. t. TOTAL SALES



ORDER BOOK POSITION



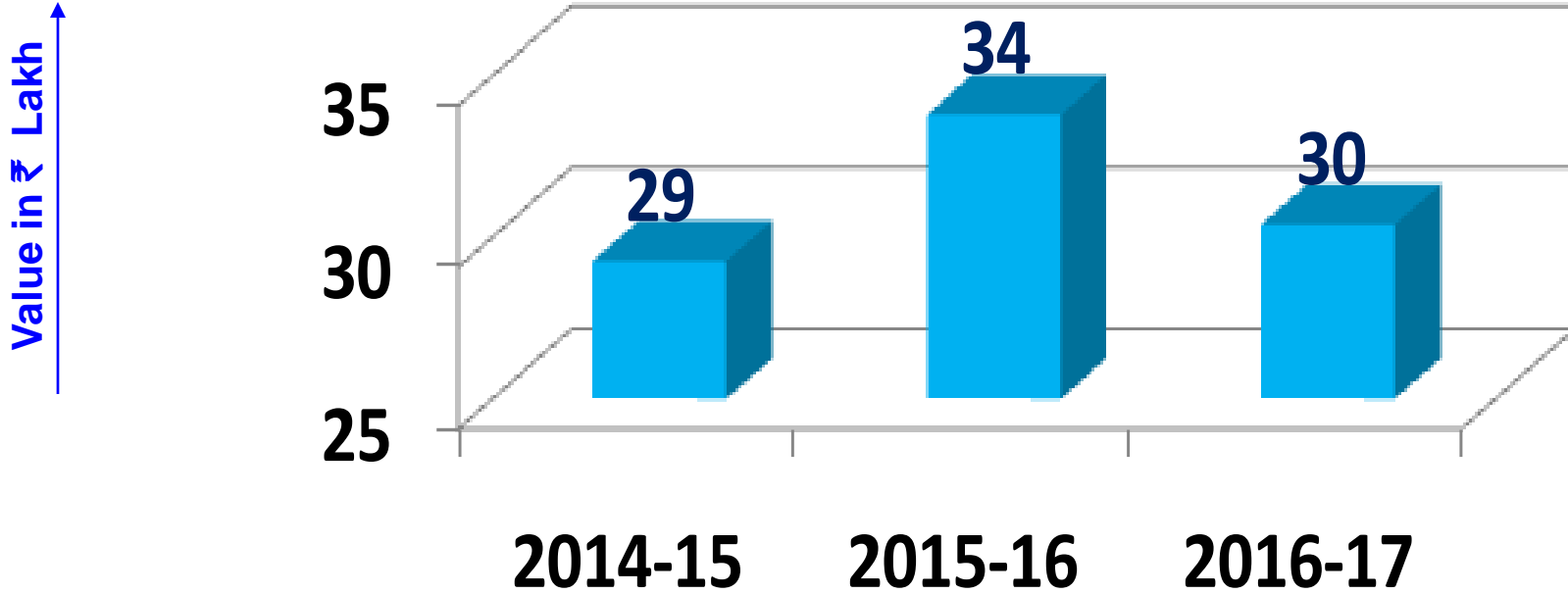
* Excluding LoA received from Indian Railways for approx. value of Rs. 600 Cr.



SALES PER EMPLOYEE



Value in ₹ lakh



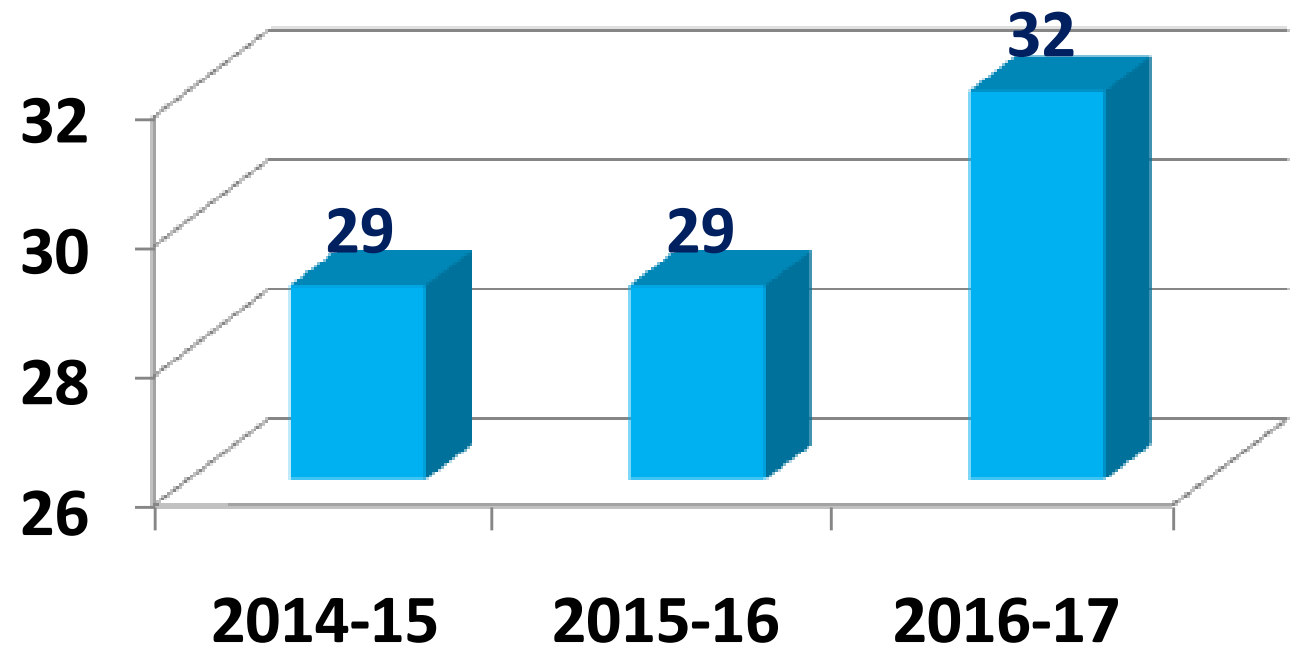
Drop in 2016-17 is mainly on account of RS10 Sub Contract Order.

VoP PER EMPLOYEE



Value in ₹ lakh

Value in ₹ Lakh





- ❖ Raksha Mantri Award for Design Efforts under Own Initiatives Category for the year 2014-15.
- ❖ Hindustan PSU Award under the category ‘Fastest Growing Organisation – Miniratna.’
- ❖ Equipment India Awards under two categories viz., Best Seller in Rigid Dump Trucks and Best seller in Crawler Dozers for the year 2017.



THANK YOU



DOZERS: 90 HP – 416 HP



DUMP TRUCKS: 35 TON -205 TON



EXCAVATORS- 7.5 TON – 180 TON



**Raksha Mantri
 Award Winner
 2014-15**

WHEELED LOADERS – 0.8 m³ – 6.3 m³





MOTOR GRADERS: 119 HP - 280 HP



PIPE LAYERS: 41 TON – 100 TON



DREDGERS: 1.3 m³



WATER SPRINKLERS: 28,000 LITRE – 70,000 LITRE





BEML HIGH MOBILITY VEHICLES – 12x12, 10x10, 8x8, 6x6, 4x4



SARVATRA BRIDGE SYSTEM



ARMoured RECOVERY VEHICLE



AKASH MISSILE – SECTION IV & V PROJECT





BMP TRANSMISSION



EJECTOR AND AIR CLEANER ASSEMBLY





METRO TRAINS





PASSENGER COACHES & ELECTRICAL MULTIPLE UNITS



MAINTENANCE VEHICLES – CMV, OHE

